

SERIAL 11077 IGA TRAFFIC PAINT (ADOT11-006021)

DATE OF LAST REVISION: June 09, 2011 CONTRACT END DATE: June 08, 2012

**CONTRACT PERIOD BEGINNING JUNE 09, 2011
ENDING JUNE 08, 2012**

TO: All Departments

FROM: Department of Materials Management

SUBJECT: Contract for **TRAFFIC PAINT (ADOT11-006021)**

Attached to this letter is a listing of vendors available to Maricopa County Agencies utilizing the Arizona Department of Transportation Contract ADOT11-006021. The using agency and other interested parties may access and electronic version of this contract from the Materials Management Web site at:
http://www.maricopa.gov/materials/Awarded_Contracts/search.asp.

Please note: Price Agreement Purchase Orders (PG documents) may be generated using the information from this list. Use NIGP CODE 9606601

All purchases of product(s) listed on the attached pages of this letter are to be obtained from the listed contractor(s).

**ATTACHMENT 1
OFFER AND CONTRACT AWARD**



ARIZONA DEPARTMENT OF TRANSPORTATION
Procurement Group
1739 West Jackson Street, Suite A, Mail Drop 100P
Phoenix, Arizona 85007-3276
Phone: (602) 712-7211

SOLICITATION NO. ADOT11-00000407



Submit this form with an original signature to the Department

OFFER

TO THE STATE OF ARIZONA:

The bidder hereby offers and agrees to perform in compliance with all terms, conditions, specifications and amendments of this solicitation and any written exceptions in the offer. Signature also acknowledges receipt of all pages indicated in the Table of Contents.

Arizona State Transaction Privilege Tax License Number

No.: 20584370

Federal Employer Identification

No.: 752657523

Ennis Paint, Inc.

Offeror's (Company) Name

1509 S. Kaufman

Address

Ennis Texas 75119
City State Zip

800-331-8118

Phone

800-555-0217

Facsimile

For clarification of this offer, contact:

Dane Alsabrook

Printed Name

dane@ennistraffic.com

Email Address

contracts@ennistraffic.com

Company Email Address

Dane Alsabrook
Signature of Person Authorized to Sign Offer

Dane Alsabrook

4-22-11

Printed Name

Date

Assistant Vice President

Title

ACCEPTANCE OF OFFER AND CONTRACT AWARD (FOR STATE OF ARIZONA USE ONLY)

Your bid is hereby accepted.

The contractor is now bound to perform based upon the solicitation, including all terms, conditions, specifications, amendments, etc., and the contractor's bid as accepted by the state.

This contract shall henceforth be referred to as Contract No. ADOT11-006021

Traffic Paint, Various Formulations of Fast-Dry

The contractor is hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until contractor receives a purchase order document.

State of Arizona

Effective this 9th day of June 2011

Gary T. Henry
As Procurement Officer and not personally

5/13/11
Awarded Date



Janice K. Brewer
Governor

John S. Halikowski
Director

Arizona Department of Transportation Procurement Group

1739 West Jackson, Suite A, 100 P Phoenix, Arizona 85007
Phone 602.712.7211 Fax 602.712.3151

John A. Bogert
Chief of Staff

Bertha A. Whitby, CPPB
Chief Procurement Officer

May 13, 2011

Fax: 800-555-0217

Dane Alsabrook
Ennis Paint
1509 South Kaufman
Ennis, Texas 75119

RE: Solicitation ADOT11-00000407, Traffic Paint

Dear Mr. Alsabrook:

Please be advised that your firm has been selected for award for Traffic Paint as specified in the above referenced solicitation and formal award notice is attached. This contract for your firm is now referred to as **ADOT11-006021**, and is effective June 9, 2011. Be advised that no billable work shall begin until you receive a purchase order from a State of Arizona agencies, accounts, and boards or participating political subdivision. ADOT purchase orders will reference the contract number as **DT11-006021**.

Any questions regarding this contract please contact me at (602) 712-7304.

Sincerely,

Gary Henry
Procurement Officer
Commodities Team

cc: File, ADOT11-00000407



STATE OF ARIZONA
DEPARTMENT OF TRANSPORTATION
ADMINISTRATIVE SERVICES DIVISION
PROCUREMENT GROUP
1739 W. Jackson Street, Suite A MD 100P
Phoenix, Arizona 85007-3276
(602) 712-7211



NOTICE OF AWARD

INVITATION FOR BID NO. ADOT11-00000407

THE AWARD FOR TRAFFIC PAINT IS MADE TO THE FIRM(S) LISTED BELOW, THE LOWEST RESPONSIVE AND RESPONSIBLE BIDDER(S) WHOSE BID CONFORMS IN ALL MATERIAL RESPECTS WITH THE INVITATION FOR BID.

FIRM

ANNUAL AMOUNT OF
CONTRACT

THE SHERWIN-WILLIAMS CO.
All offered line items

\$2,000,000.00

ENNIS PAINT INC.
All offered line items

\$2,000,000.00



GARY T. HENRY
PROCUREMENT OFFICER

5/13/11

DATE

**ARIZONA DEPARTMENT OF TRANSPORTATION
EVALUATION SUMMARY FOR
TRAFFIC PAINT
INVITATION FOR BID (IFB) NO. ADOT11-00000407**

Discovery Process/Data Gathering

The solicitation was necessary as the previous contract has reached its full term. Data gathering for this need was with the expertise of our internal customers of the Traffic Operations Section. We predict the estimated dollar volume with the potential contractor(s) for the new Invitation for Bid (IFB) would range up to at least \$12,000,000.00 over a potential five year term of this contract.

A focus group meeting was held on February 10, 2011 at ADOT Procurement, 1739 W. Jackson, Modular A, Phoenix, AZ 85007. This meeting was open to all eligible agencies. We reviewed the first draft of the specifications to ensure all requirements were covered.

On April 1, 2011 the final draft of the Scope of Work, of the IFB was approved for advertisement.

Procurement Process

The solicitation was formally announced and advertised in accordance with the Arizona Procurement Code Provision § 41-2533. Competitive Sealed Bidding.

Notification of the IFB ADOT11-00000407 was emailed, on April 1, 2011, to a list of 56 prospective vendors who were registered on the State of Arizona's E-Procurement System (<http://procure.az.gov>), ProcureAZ. The 56 prospective vendors were registered for at least one of the 3 selected commodity codes for this solicitation in order to have received notification of this IFB. The commodity codes used were 550-04, 630-66 and 631-66.

The IFB was published on ProcureAZ on April 1, 2011 for prospective vendors to download and respond.

There was no Pre-Bid conference.

There was one solicitation amendment issued on April 18, 2011 to clarify that the 18 inch manhole opening specification is a minimum size opening and to adjust the fill cap diameter from 6 inches to 3 inches or larger.

Evaluation Process

Offers were received on or before April 26, 2011, 3:00 PM MST on ProcureAZ. Two (2) Offers were received and evaluated.

In accordance with A.P.C. R2-7-B312 evaluation of offers shall be based on the lowest cost to the state in accordance with any objectively measurable factors set forth in the solicitation.

Evaluation of pricing was per line item offered.

Contract Award

In accordance with A.P.C. R2-7-B314, the contract award shall be made to the lowest responsible and responsive Offeror whose offer conforms in all material respects to the requirements and criteria set forth in the solicitation. The award was made based upon these criteria and no other factors or criteria were used in the evaluation process. The determination of the award was based on the selection of the offers most advantageous to the Department. I, the Procurement Officer, am recommending award to the following vendors under Award Recommendation.

Award Recommendation

Ennis Paint, Inc.
The Sherwin-Williams Co.

It is most advantageous for the Department to award contracts to both vendors due to the high demand of this product used statewide by all eligible agencies. Both offers meet the specifications set forth in the solicitation and the pricing between these two vendors is competitive and comparable. It is essential to have adequate options for the large variety and diversity of users statewide to meet their requirements. A multiple award is also important to assure availability due to paint shortages because of an industry wide resin shortage. The evaluation was discussed with the primary customer and they concur with the justification and recommendation of award.


Cost Savings

Due to material shortages and a rise in costs the pricing provided has increased from the previous contract, however by making a multiple award we are able to take advantage of purchasing the lowest priced product by line item and securing the best possible availability due to material shortages and required volumes. Additionally, The Sherwin-Williams Company is offering a prompt payment discount of 2% 30 days / Net 31.

Contract Administration

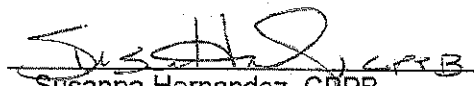
On behalf of Susanna Hernandez, CPPB, as the Procurement Manager for the Commodity Team, I, Gary T. Henry, shall be the Procurement Officer responsible for all contract administration regarding the contract identified herein. All correspondence shall be sent to ADOT Procurement, 1739 West Jackson Street, Suite A, MD 100P, Phoenix, Arizona 85007. This information shall include demand for assurance and/or cure letters, Off Contract purchases (Form 150), Vendor Performance Reports and contract amendments, as necessary.

Concur with
Recommend
Award:



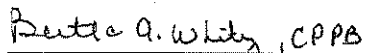
Gary T. Henry
Procurement Officer

Date: 5/4/11



Susanna Hernandez, CPPB
Procurement Manager

Date: 5/5/11

Approval: 

Bertha A. Whitby, CPPB
Chief Procurement Officer

Date: 5/6/11

RECAP CHECKLIST FOR IFB ADOT11-00000407, TRAFFIC PAINT

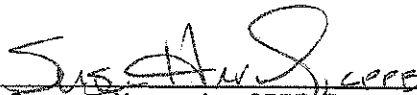
	Sherwin-Williams 2325 Hollins Ferry Rd. Baltimore, MD 21230 Phone: 800-368-2026 Fax: 410-625-8827 Contact: Thomas Wood Email: tmwood@sherwin.com	Ennis Paint 1509 South Kaufman Ennis, TX 75119 Phone: 800-331-8118 Fax: 800-555-0217 Contact: Dane Alsabrook Email: dane@ennistraffic.com
<u>Submitted Attachments as Requested</u>		
Solicitation Amendment #1	YES	YES
Attachment 1 - Offer and Contract Awd.	YES	YES
Attachment 2 - Price Sheets	YES	YES
Attachment 3 - References	YES	YES
Attachment 4 - State of AZ Sub W-9	YES	YES
Attachment 5 - Non Collusion Affidavit	YES	YES
Discriptive Literature	YES	YES
Addition Submitted Attachments		
Certificate of Liability Insurance	NO	YES

Recommend award to: Ennis Paint, Inc. and The Sherwin-Williams Co.

It is most advantageous for the Department to award contracts to both vendors due of the high demand of this product used Statewide for all eligible agencies. The pricing between these two vendors is competitive and comparable. It is essential to have adequate options for the large variety and diversity of users statewide to meet their requirements. A multiple award is also important to assure availability due to paint shortages because of an industry wide resin shortage.

I recommend to award the line items offered by each vendor.

Concur with Recommended Award By:

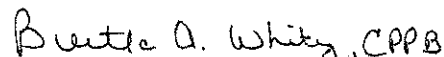


Susanna Hernandez, CPPB, Procurement Manager

5/2/11

Date

Approved By:



Bertha A. Whitby, CPPB, Chief Procurement Officer

5/6/11

Date

ADOT11-00000407 TRAFFIC PAINT

Item #	Sherwin - Williams	with 2% discount for Prompt Payment	Ennis
1	\$54.80	\$53.70	\$52.69
2	\$572.47	\$561.02	\$553.03
3	\$3,007.50	\$2,947.35	\$2,434.70
4	\$4,064.10	\$3,982.82	\$3,359.19
5	\$56.85	\$55.71	\$53.20
6	\$585.70	\$573.99	\$558.61
7	\$3,037.50	\$2,976.75	\$2,460.05
8	\$4,105.50	\$4,023.39	\$3,394.18
9	No Bid	No Bid	\$49.68
10	No Bid	No Bid	\$518.90
11	No Bid	No Bid	\$2,284.10
12	No Bid	No Bid	\$3,359.19
13	No Bid	No Bid	\$53.20
14	No Bid	No Bid	\$558.61
15	No Bid	No Bid	\$2,460.05
16	No Bid	No Bid	\$3,394.18
17	\$47.50	\$46.55	\$49.26
18	\$418.45	\$410.08	\$515.20
19	\$2,232.50	\$2,187.85	\$2,262.26
20	\$2,994.60	\$2,934.71	\$3,121.92
21	\$47.50	\$46.55	\$50.18
22	\$435.58	\$426.87	\$525.36
23	\$2,220.00	\$2,175.80	\$2,308.45
24	\$2,977.35	\$2,917.80	\$3,185.66
25	\$53.80	\$52.72	\$47.71
26	\$484.00	\$474.32	\$498.22
27	\$2,577.50	\$2,525.95	\$2,185.08
28	\$3,470.70	\$3,401.29	\$3,015.41
29	\$53.80	\$52.72	\$48.28
30	\$507.65	\$497.50	\$504.43
31	\$2,642.50	\$2,589.65	\$2,213.32
32	\$3,560.40	\$3,489.19	\$3,054.38
33	No Bid	No Bid	\$47.71
34	No Bid	No Bid	\$498.22
35	No Bid	No Bid	\$2,185.08
36	No Bid	No Bid	\$3,015.41
37	No Bid	No Bid	\$48.28
38	No Bid	No Bid	\$504.43
39	No Bid	No Bid	\$2,213.32
40	No Bid	No Bid	\$3,054.38
41	\$53.30	\$52.23	\$47.71
42	\$478.44	\$468.87	\$498.22
43	\$2,552.50	\$2,501.45	\$2,185.08
44	\$3,436.20	\$3,367.48	\$3,015.41
45	\$54.60	\$53.51	\$48.28
46	\$502.32	\$492.27	\$504.43
47	\$2,617.50	\$2,585.15	\$2,213.32
48	\$3,525.90	\$3,455.38	\$3,054.38
49	No Bid	No Bid	\$47.71
50	No Bid	No Bid	\$498.22
51	No Bid	No Bid	\$2,185.08
52	No Bid	No Bid	\$3,015.41
53	No Bid	No Bid	\$48.28
54	No Bid	No Bid	\$504.43
55	No Bid	No Bid	\$2,213.32
56	No Bid	No Bid	\$3,054.38
57	\$42.50	\$41.65	\$45.06
58	\$444.63	\$435.74	\$469.09
59	\$2,470.00	\$2,420.60	\$2,052.68
60	\$3,322.35	\$3,255.90	\$2,832.70